

## THE RAPID STRIDES

Made in Foreign Markets by American Manufacturers.

## UNUSUALLY LARGE DEMANDS

Are Made Upon our Iron and Steel. Economists Find in this a Solution of the Money Question of the Future. Maintenance of Gold Reserve by the Balance of Trade—American Invasion of Chinese Markets.

Special Dispatch to the Intelligencer.

WASHINGTON, D. C., Dec. 12.—The rapid strides made in foreign markets by American manufacturers and products are made manifest in every report from nearly every consul of this country abroad. Unusually large demands are made upon our iron and steel, and the government's representatives in other countries are giving instructions to American producers, which, if followed intelligently, will tend to yet more satisfactory results.

American economists and those who study the finances find in these indications the solution of the money question of the future, and the maintenance of the gold reserve by the balance of trade seems no longer doubtful should there be nothing to disturb the trade relations and the public confidence. It is declared that American talent and genius command every market of value, and our manufacturers are fast superceding the older operators.

Following from the report of Consul Halstead, at Birmingham, England, indicates this point, but it is by no means an exceptional statement, nor is England the only country where the condition prevails:

"American pig iron is coming into British ports in increasingly large quantities. It may be fairly assumed that this trade has passed beyond the tentative stage, and is now established on a genuinely healthy basis. Within the past fiscal year the transition was made, with the result that to-day, in parts of England, there is an actual demand for American pig. This state of affairs may be contrasted with that of only a few months ago, when American pigmen experienced the greatest difficulty in placing even trial orders.

"The good quality of our southern coke iron has been amply demonstrated, and to-day it is recognized as the equal of the best brands of Scotch and English iron, and superior to makes of port mine and cinder pigs.

"The Midland counties consume large lots of American iron, chiefly of large grades. This is natural, because the principal industry of the black country is the manufacture of merchant bars and sheets. Probably three-fifths of the iron plants in this district are rolling mills and puddling furnaces. In this district alone, iron is now coming in at the rate of about 2,000 tons a month, roughly speaking.

"Nowhere does the pioneer in a trade, who conducts his business on persistent, careful and honest lines, get his just reward so certainly as in Great Britain. Nowhere else is fair dealing of more value; yet in no country is it harder to get a start. A man once your customer, you can reasonably calculate he will continue your customer if satisfaction is given and there are no violent changes in trade conditions; and a fraction of a cent will not lure him away or tempt him to make doubtful experiments with new material. The Americans first in England with desirable and high-grade pig iron have established a business which they can count upon as their own.

From the annual report of Consul General Wildman, at Hong Kong, China, it is learned that by his "careful survey of economic conditions" in that faraway section, two facts are revealed: First, a general permanent increase of trade; second, unusual activity in mercantile circles owing to the great demands made on the local market by the large American squadron and army on this coast. While this second condition may be temporary and may carry with it corresponding depression in some lines, I predict it will be of great permanent benefit to American exporters. Nothing that could have happened to this coast would be of so great a help in the introduction of American goods into these markets, as the presence of so large a body of American consumers in our midst. Our forces of occupation have done more than conquer a country; they have made an impression on Asiatic markets that can never be effaced.

"The great difficulty in the past has been to get the great body of Chinese consumers to sample our manufactures. Even if this were possible, the goods came over in small consignments, and at prices which were prohibitive to all but those who could afford to pay for luxuries. With the influx of the Americans into Manila, American firms have found it to their advantage to send out men to study the needs of this climate. Already, one house has been established in Hong Kong, with a branch at Manila, which is meeting with gratifying success. I am informed that there is a shipment of 45,000 bales of upland cotton from Texas on its way here, which has been purchased by a large Chinese firm, and is laid down here as cheaply as the Indian cotton. The trouble with the introduction of cotton hitherto has been that American producers have tried to place on the market the lowland cotton, which is too heavy a staple, besides being too expensive. Even our upland cotton is superior to the best Indian growth."

"The following imports of the colony for the year 1897 are of interest to the United States:

Flour, tons.....	33,561
Cotton yarn and cotton, tons.....	20,241
Hemp, tons.....	42,258
Kerosene.....	4,263
In bulk, tons.....	1,528
In cases, cases.....	5,426
Shigar, tons.....	21,177
Timber, tons.....	64,482

"The price of silver has not varied greatly during the past two years, its extremes ranging between 46 and 48 cents."

Consul Harris, at Nagasaki, Japan, has this to say in respect to trade relations there:

"Whenever an article of American manufacture has secured the favor of Japanese tradesmen, there is no reason for its not continuing to monopolize the market for the sentiment of the people is strongly in our behalf provided the

## BRONCHITIS

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standard of quality be fully maintained, and an equal amount of care and attention be paid to the appearance of the packages and to the methods of shipping that are given to such matters by European manufacturers. In the one item of biscuits (crackers), it is believed that the American bakers are gradually supplanting the European, and there is no apparent reason why our merchants should not secure a monopoly of this business, provided the standard be fully maintained.

"In textiles, machinery, implements, and all other articles, it is equally important that the standard of excellence originally established when first solicited orders be rigidly maintained, and also that the requirements of the Japanese dealers be carefully ascertained and fully complied with.

"It is worthy of note that the Western Light and Power Construction Company, of San Francisco, supplied to the recently opened Nagasaki Hotel (one of the finest hostilities in the Far East, representing an investment of some 300,000 yen) its entire outfit of electrical apparatus. The same company has also secured another profitable contract."

The fact that there is a scarcity of cattle in Japan is cited to show that leather must come from other countries. The foregoing extracts are taken as samples from among the many consular reports on file at the state department. The satisfactory showing made in England and the Orient is duplicated elsewhere, and there is every indication that with the awakening of the world's admiration of America's prowess and respect for the strength has come increased demand for her products of every description, from a levy upon her saw mills and mechanical skill in Paraguay, and electrical supplies and meats in Lourdes, Marquess, South Africa, to iron and tools in English markets.

## PRESIDENTIAL NOMINATIONS.

Dr. Clyde S. Ford, of this City, one of the Lucky Ones.

WASHINGTON, Dec. 12.—The President to-day sent these nominations to the senate:

War—Regular army—Cavalry arm—captains to be majors—Charles A. P. Hatfield, J. B. Kerr, J. H. Dorst, George S. Anderson.

First lieutenants to be captains—Lester W. Cornish, T. R. Rivers, A. L. Mill, John A. Lockwood, Henry T. Allen.

Postmasters—South Dakota—John A. Bushfield, Miller.

Army—Second lieutenants to be first lieutenants—Infantry—Samuel P. Lyon, William T. Schenck.

Medical department—To be assistant surgeons with rank of first lieutenant, Clyde S. Ford, of West Virginia; James R. Church, of District of Columbia; P. M. Ashburn, of Ohio; E. A. Dean, of Tennessee; R. B. Westridge, of Iowa; F. M. C. Usher, of Kentucky; S. L. Steer.



THE WRECK OF THE IRON CLIFF IN CHICAGO HARBOR. From HARPER'S WEEKLY.

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of Pennsylvania; W. F. Truby, of Pennsylvania; L. P. Williamson, of Missouri. Treasury—To be assistant surgeons in the marine hospital service—J. W. Kerr, of Ohio; Gustave M. Corput, of Georgia; Dana E. Robinson, of Ohio.

## Col. Bryan's Resignation.

WASHINGTON, Dec. 12.—All doubt respecting the intentions of Colonel William J. Bryan was removed by the receipt at the war department to-day of a telegram from him stating that he had mailed his resignation of his commission as a colonel of volunteers, and that it was approved by the division and corps commanders.

The war department, of course, cannot act upon the resignation until it comes formally to hand, but there can be no doubt of its acceptance. It is supposed at the war department that the lieutenant colonel of Colonel Bryan's regiment will succeed him in the colony.

## A German Combine.

WASHINGTON, Dec. 12.—Consul Monaghan in a report to the state department notes the progress of a formidable movement among the German manufacturers to combine against American iron and steel producers. They have become much alarmed at the development of American capacity to compete with them in their own German markets. The movement is conducted very quietly to avoid disturbing public confidence and injuring themselves, but for that reason is the more formidable.

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## FEDERATION OF LABOR.

Annual Address of President Gompers Before the Convention.

KANSAS CITY, Dec. 12.—The American Federation of Labor opened its annual convention here to-day.

After the usual preliminary matters of organization, President Gompers delivered his address. The strictest attention was accorded President Gompers in the delivery of his address, which was received by the delegates with much enthusiasm.

Mr. Gompers, in his address, referring to the "growth of internationality," said: "With the view of a closer sympathy and unity among the organized workers of the different countries, correspondence with many of them has been maintained, and entered into with a number of others. We should endeavor by every means within our power to cultivate fraternal feeling and interest in the welfare of the wage earners of all countries, to aid and encourage every movement calculated to materially, morally and socially improve the conditions of the workers, no matter where they may be located, and particularly to lead that aid which may be in our power to those

mal delegates are heartily welcome; that their stay among us may be full of interest to them and of advantage to our common cause.

Under the head of "No dualism—greater federation," he said:

"As a result of the engineers' strike of Great Britain, combination and amalgamation of union and closer federation of all is the one point to which the labor movement these is at present directed and duality of organization in one trade, so long prevailing in Great Britain, is fast passing away. Our declaration that no two organizations of one trade, claiming equal jurisdiction, can co-exist without conflict and injury, the principle long ago recognized and established of one union of one trade has been taken as the slogan of the labor movement of Great Britain and we shall soon see a solidified army of labor there upon the most perfect lines to achieve success. "And this state of affairs teaches us a lesson, too; that in struggling for the upbuilding of national and international trade unionism and also for maintaining the integrity and entity of the trade union, and with the development of industry and the concentration of wealth, it becomes the bounden duty of our trade unions to not only morally but financially concentrate their efforts in a battle of offense or defense when any allied organization is engaged in conflict."

## A Disastrous Year for Navigation.

The year that is drawing to a close has proved one of the most disastrous in the entire history of navigation. Many a staunch vessel has gone down and many gallant sailors are mourned in homes all over the world. The ill-fated Bourgogne of course heads the list. The loss of life resulting from her collision with the Cromartyshire stands almost without parallel in maritime annals. And as if the fog that caused her destruction did not add enough to the dangers of the sea, the storms of this year have been of extraordinary violence and duration. Only a few weeks ago the steamer Mohegan ran on the shore of the English Channel and the loss of a hundred lives was reported. And now comes the terrible news that the American coastwise steamer Portland has foundered in the open sea off Cape Cod, carrying down with her one hundred and sixty souls. It is more than probable that scores of New England coasting vessels met destruction in the same storm, and the wives and mothers of Gloucester and Marblehead fishermen are scanning the sea-line anxiously for a first glimpse of the top-sails of the schooners that bear their sons and husbands and sweethearts.

It has, indeed, been a long, terrible year on the sea, and has been an unusually busy twelve months for the life-savers. Hardly a week has passed without a striking instance of their bravery and skill in snatching lives out

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Legal Notices.  
NOTICE TO ALL CREDITORS OF THE BALTIMORE AND OHIO RAILROAD COMPANY.  
IN THE CIRCUIT COURT OF THE UNITED STATES FOR THE DISTRICT OF MARYLAND, AT BALTIMORE, IN SAID DISTRICT.

CONSOLIDATED CASES, IN EQUITY, THE MERCANTILE TRUST COMPANY vs. THE BALTIMORE AND OHIO RAILROAD COMPANY et al.  
The undersigned have been appointed Special Masters by an order entered in this case on the 15th day of November, 1898, to take the necessary accounts, hear evidence, and report to the court the nature and amount of all the indebtedness of the Baltimore and Ohio Railroad Company, and all claims and demands against the same, the names of all creditors holding such indebtedness, claims and demands, and if possible, their respective places of residence; but where an issue of bonds secured by mortgage or other lien on any part of the corporate property is reported on, it shall be sufficient to include in such report the name or names of the trustee or trustees, the amount of bonds issued and outstanding as shown by the books of account of the company, and a general description of the particular property covered by such mortgage or other lien.

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